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J Polzer

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Catbird Seats, Dunk Tanks, and Bank Mergers.

S Cocheo - ABA Banking Journal 1999 - questia.com

... are reluctant to make commitments," says **recruiter** Jay Adams. ... The **headhunter** produced a handful of final candidates ... who makes it to the **contract** stage insist ...

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Recruiting and retaining scarce information technology talent: a focus group study - all 5 versions »

D Lockwood, A Ansari - Industrial Management and Data Systems. 1999 - emeraldinsight.com

... John Nyhan, a **recruiter** for In- formation Management Resources ... with temporary staffing firms (ie **contract** work) to ... **bonus** equal to one month's salary for [253] ...

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How Hospitals Are Responding to the Shortage - all 2 versions »

K Lindquist, K Hart - The American Journal of Nursing 1988 - JSTOR

... Although our sample is small, each **recruiter** represents at least ... 1988 I Plan sl 94 Plan salary rise in ... that use supplemental agency nurses, **contract** nurses or ...

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[book] Get More Money on Your Next Job: 25 proven strategies for getting more money, better benefits, & ...

LE Miller - 1997 - books.google.com

... We were faced with four labor **contracts** covering four ... how to prevent a prospective employer or **recruiter** from taking ... than a signing **bonus** or a larger salary. ...

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AJN Salary Update: Solid Gains behind, Leaner Times Ahead

P Brider - The American Journal of Nursing 1991 - JSTOR

... In current **contract** negotiations with 28 Kaiser facilities in ... oth- er positions," a California **recruiter** told A/N ... HOSPITALS PUSH TO COMPETE IN PAY FIRST FIGURES ...

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Random Effects Military

SY SOHN - Omega, 1996 - isl.yonsei.ac.kr

... such as incentives and **pay**, high quality ... of the estimated high quality **contract** elasticities with respect to advertising expenditure, **recruiter** effort, and ...

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Constraints or catalysts? Reexamining goal setting within the context of negotiation - all 2 versions »

JT Polzer, MA Neale - Human Performance, 1995 - Lawrence Erlbaum

... the sum of the values of the **contract** for both ... candidate and -400 points for the **recruiter** A fully ... **bonus** and vacation time, compromising on salary and moving ...

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Planning for a Divestiture: Management Compensation Arrangements

JM Kanter - Compensation & Benefits Review 1993 - cbr.sagepub.com

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JEFFREY M. KANTER Frederic W. Cook & Co., Inc. The incentive ...















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